



# Willamette Valley MLS

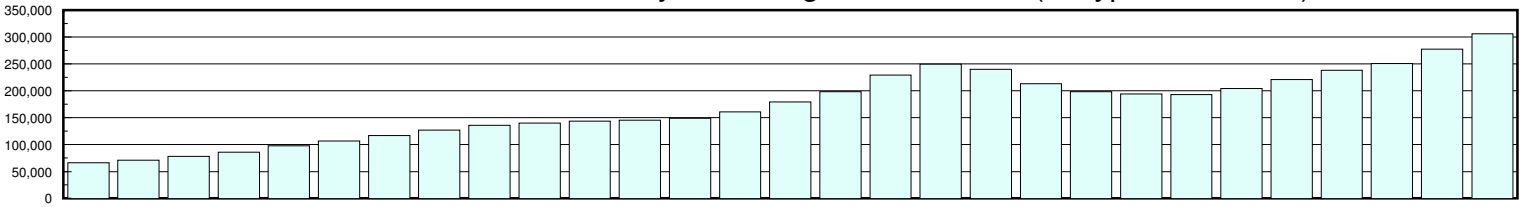
## October 2018

# Valley Real Estate Review

	Active Offices	Combined Sales Force	Total Listing Issued	Total Annual Sales	Total Annual Dollar Volume
2008	481	1,898	16,957	5,954	\$1,433,604,120
2009	493	1,725	14,807	5,869	1,257,251,311
2010	484	1,607	14,870	5,772	1,149,297,552
2011	456	1,433	11,783	5,788	1,127,525,552
2012	461	1,417	11,654	6,541	1,266,808,552
2013	463	1,471	12,465	7,590	1,555,464,240
2014	457	1,597	12,867	7,908	1,751,100,072
2015	474	1,803	13,914	10,071	2,409,748,596
2016	502	2,063	14,486	10,991	2,766,313,799
2017	517	2,347	14,392	11,266	3,137,344,414
2018 Year to Date	555	2,573	13,462	9,513	\$2,921,375,709

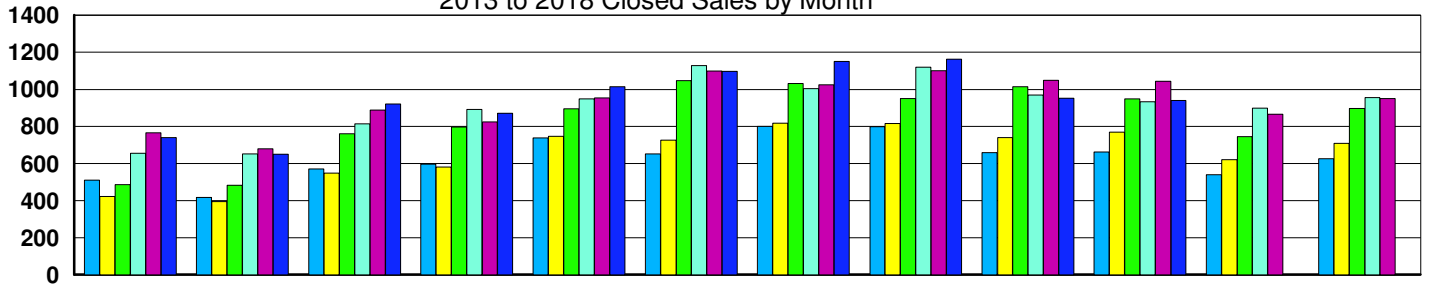
	2017	2018	% of Change
Active Listings	2,998	3,169	5.70%
Months of Inventory	2.86	3.01	5.24%

1990 to 2018 ytd Average Sales Prices (all types, all areas)



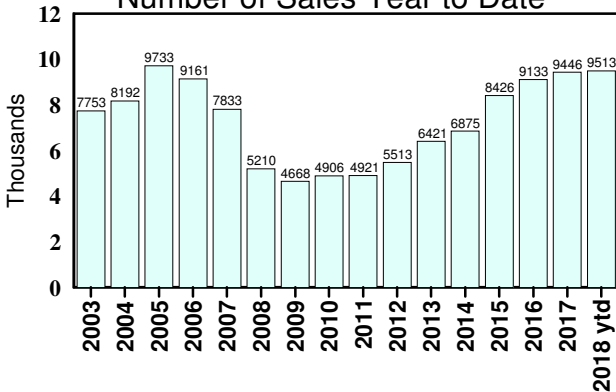
Year	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018 ytd
Price	66,718	72,002	78,723	86,339	98,379	107,670	117,470	127,493	136,601	140,886	144,482	146,282	149,460	161,637	179,917	198,908	230,064	250,205	240,780	214,219	199,116	194,804	193,672	204,936	221,434	239,276	251,689	278,479	307,093

2013 to 2018 Closed Sales by Month



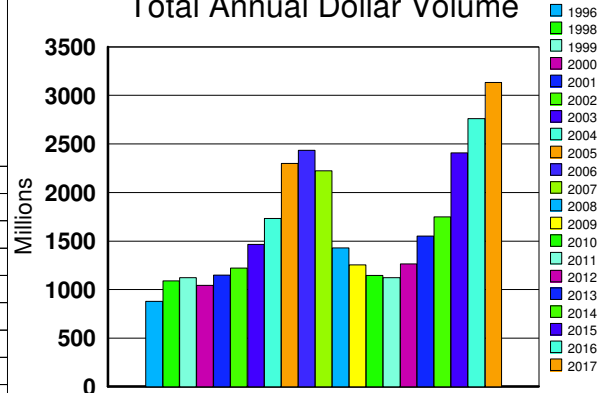
	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC
2013	512	419	573	599	739	653	802	800	661	663	542	627
2014	423	397	550	582	748	727	819	817	742	770	622	711
2015	487	484	762	798	896	1048	1033	952	1016	951	747	898
2016	656	653	816	894	951	1129	1006	1122	971	935	901	957
2017	768	681	890	826	956	1101	1027	1102	1050	1045	868	952
2018 ytd	741	651	923	872	1016	1099	1152	1164	953	942		

Number of Sales Year to Date

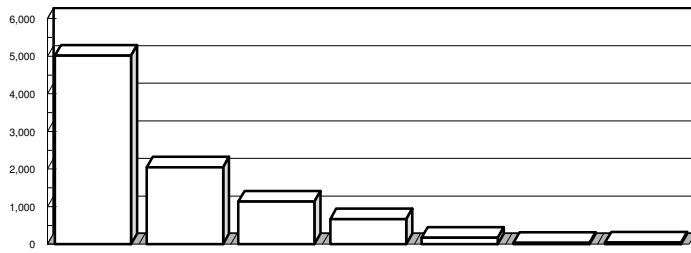


Year	Number of Sales Year to Date	Percent Increase/Decrease From Previous Year
2009		-10.40%
2010		5.10%
2011		0.31%
2012		12.03%
2013		16.47%
2014		7.07%
2015		22.56%
2016		8.39%
2017		3.43%
2018		0.71%

Total Annual Dollar Volume

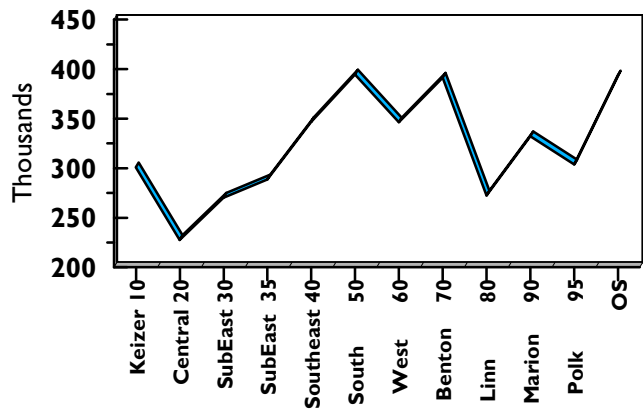


## Top Sales Terms 2018 Year to Date



CNV	CSH	FHA	VA	USDA	1TD	LSC
5,013	2,046	1,136	666	172	37	50

## Residential Average Sales Prices by Area Year to Date



% Chg = Percent of  
change from previous  
year

## Residential Average Sales Prices by Area

AREA	2014	2015	% Chg 14/ 2015	2016	% Chg 15/ 2016	2017	% Chg 16/ 2017	2018 Year to Date	% Chg 17/ 2018
Keizer 10	\$213,451	\$228,235	6.93%	\$256,083	12.20%	\$276,990	8.16%	\$300,787	8.59%
Central 20	141,510	145,819	3.05%	168,057	15.25%	197,523	17.53%	227,464	15.16%
SubEast 30	162,746	187,193	15.02%	209,396	11.86%	237,487	13.42%	270,256	13.80%
SubEast 35	183,966	201,911	9.75%	229,343	13.59%	255,348	11.34%	288,692	13.06%
Southeast 40	229,231	256,625	11.95%	284,586	10.90%	309,156	8.63%	346,720	12.15%
South 50	264,105	301,696	14.23%	322,094	6.76%	355,927	10.50%	394,533	10.85%
West 60	235,298	252,158	7.17%	277,550	10.07%	317,059	14.23%	346,340	9.24%
Benton 70	288,705	313,218	8.49%	335,478	7.11%	358,992	7.01%	391,478	9.05%
Linn 80	178,928	202,488	13.17%	211,254	4.33%	242,798	14.93%	272,665	12.30%
Marion 90	222,347	249,230	12.09%	271,827	9.07%	293,538	7.99%	332,113	13.14%
Polk 95	207,252	235,510	13.63%	250,752	6.47%	272,446	8.65%	303,733	11.48%
<b>Total Average</b>	<b>\$227,879</b>	<b>\$245,098</b>	<b>7.56%</b>	<b>\$263,415</b>	<b>7.47%</b>	<b>\$291,018</b>	<b>10.48%</b>	<b>\$316,763</b>	<b>8.85%</b>



October 2018

# New Construction Statistics

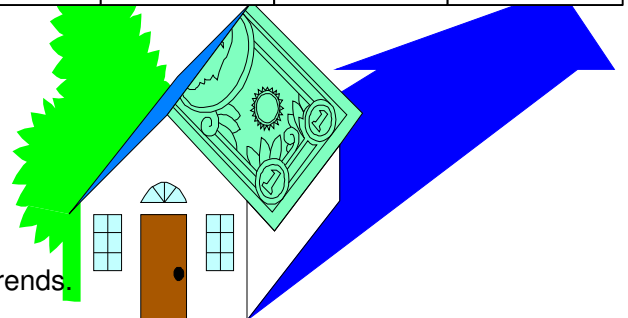
A member owned cooperative MLS Since 1949

New Construction Residential	Area 10 Keizer	Area 20 Central Salem	Area 30 Suburban NE	Area 35 Suburban SE	Area 40 SE Salem	Area 50 South Salem	Area 60 West Salem	Area 70 Benton County	Area 80 Linn County	Area 90 Marion County	Area 95 Polk County
Units Sold 12 Mos to date	12	3	10	1	74	43	43	80	249	124	86
Average Sales Price	\$382,014	\$272,933	\$291,645	\$325,000	\$468,030	\$399,088	\$369,893	\$412,804	\$326,056	\$380,241	\$319,979
Average Square Footage	2,291	1,501	1,791	1,989	2,391	2,372	2,202	2,290	1,936	2,041	1,739
Average Cost per Square Foot	\$168.00	\$183.00	\$165.00	\$163.00	\$198.00	\$177.00	\$170.00	\$184.00	\$169.00	\$188.00	\$188.00
Average Day on the Market	196	100	178	34	150	180	126	156	183	168	137
Currently Active Listings	1	0	1	2	28	11	22	13	80	65	50

<b>New Construction Residential</b>	Sales 2014	Sales 2015	Sales 2016	Sales 2017	Sales 2018 Year to Date	Currently Active	Currently Pending
Units	631	712	586	651	652	298	104
Average Price	\$248,308	\$267,239	\$305,337	\$339,993	\$368,002	\$401,990	\$369,679
Average Square Footage	1,888	1,926	1,990	2,013	2,048	2,053	1,986
Average Cost per Square Foot	\$132.00	\$139.00	\$153.00	\$171.00	\$181.00	\$197.00	\$187.00
Average Days on the Market	145	147	164	163	168	103	79



Equal Housing Opportunity

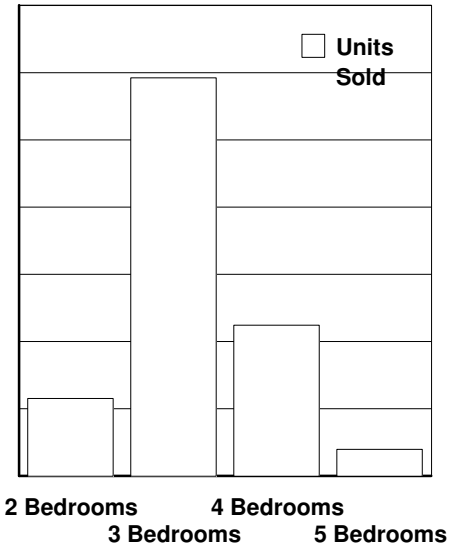


Many factors contribute to fluctuations in data - users should analyze over an extended period to ascertain market trends.

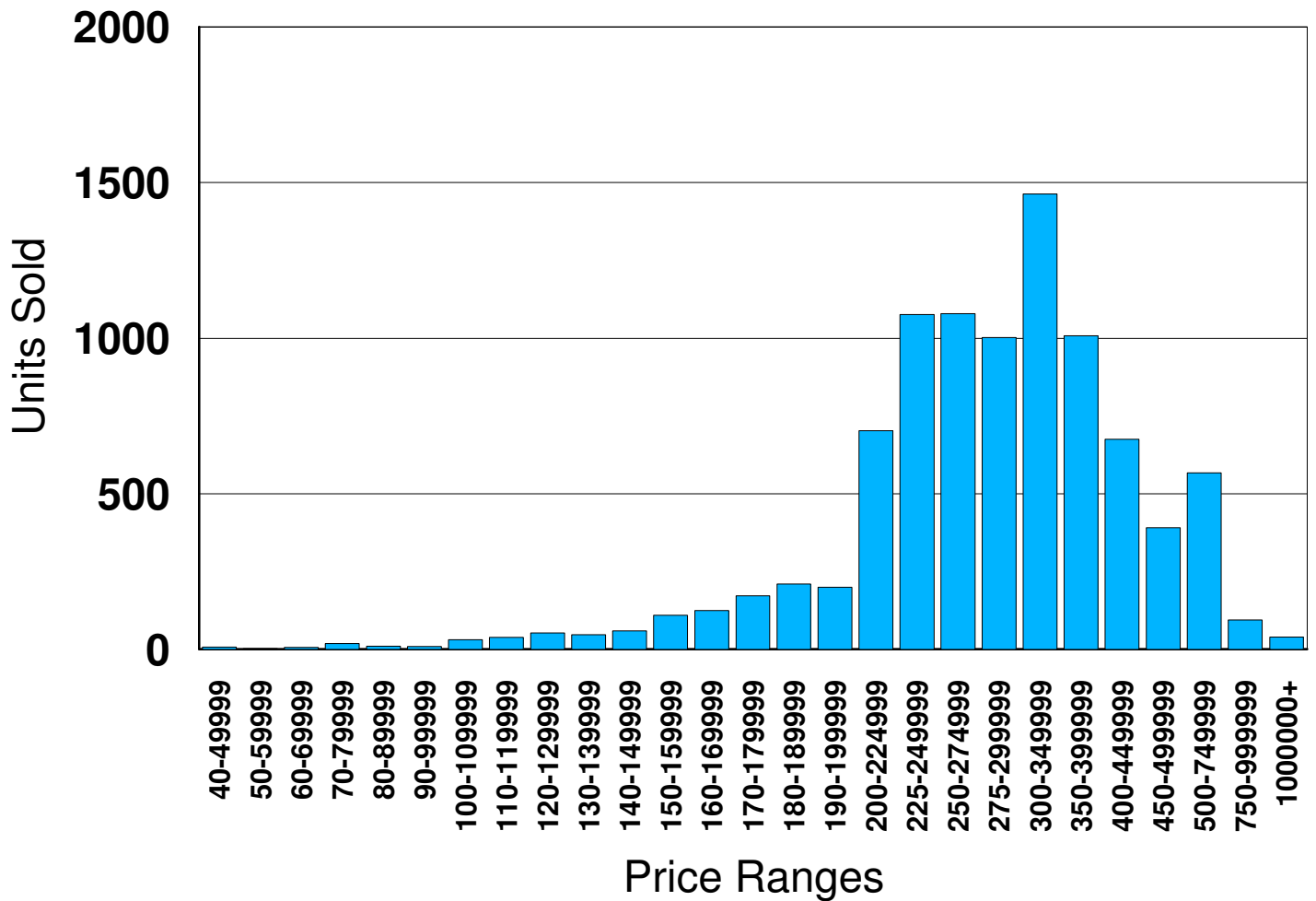
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## Residential Sales by Number of Bedrooms

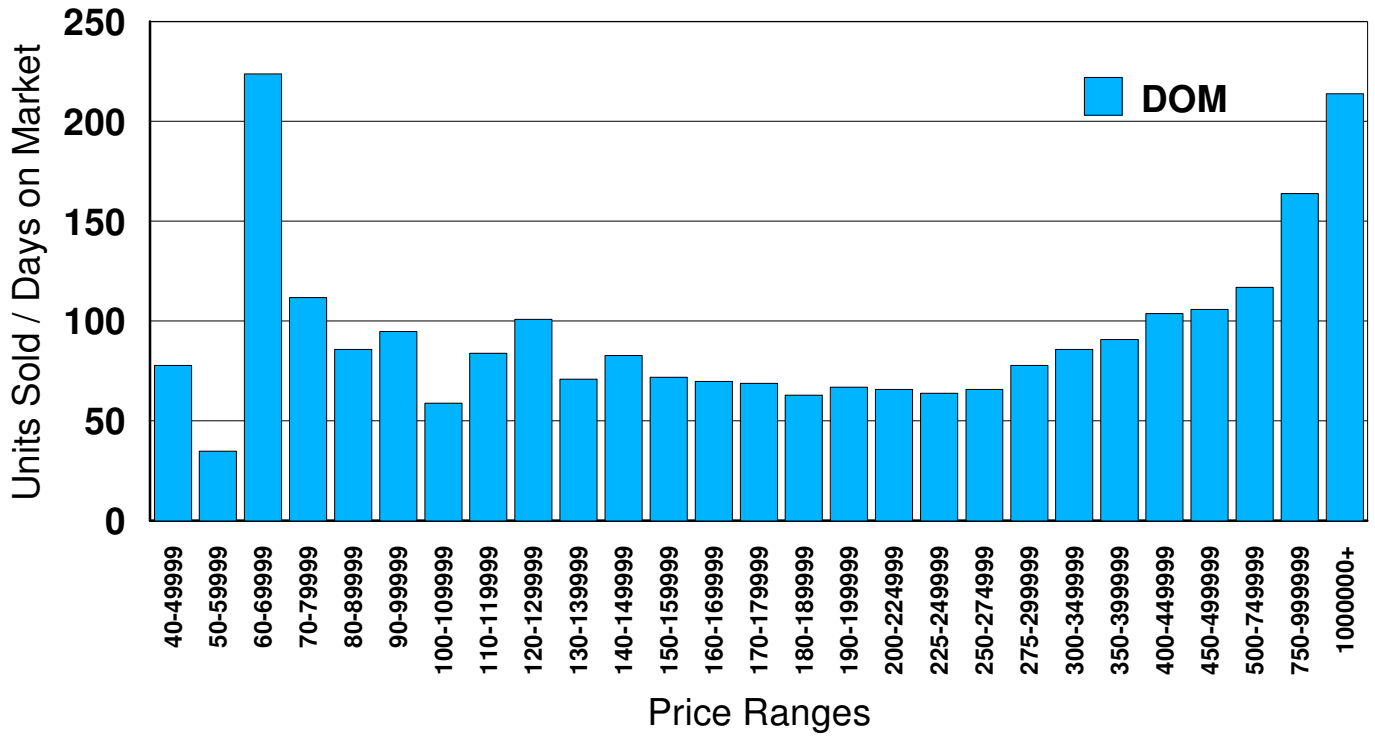
	2 Bedrooms	3 Bedrooms	4 Bedrooms	5 Bedrooms
Number Sold 12 Months	1,161	5,926	2,249	400
Average Sales Price	\$218,637	\$297,654	\$379,811	\$454,439
Average Square Footage	1,158	1,654	2,334	3,012
Average Cost per Square Foot	\$193.00	\$182.00	\$165.00	\$153.00
Days on Market	74	78	99	103
Active on the Market	164	959	568	127



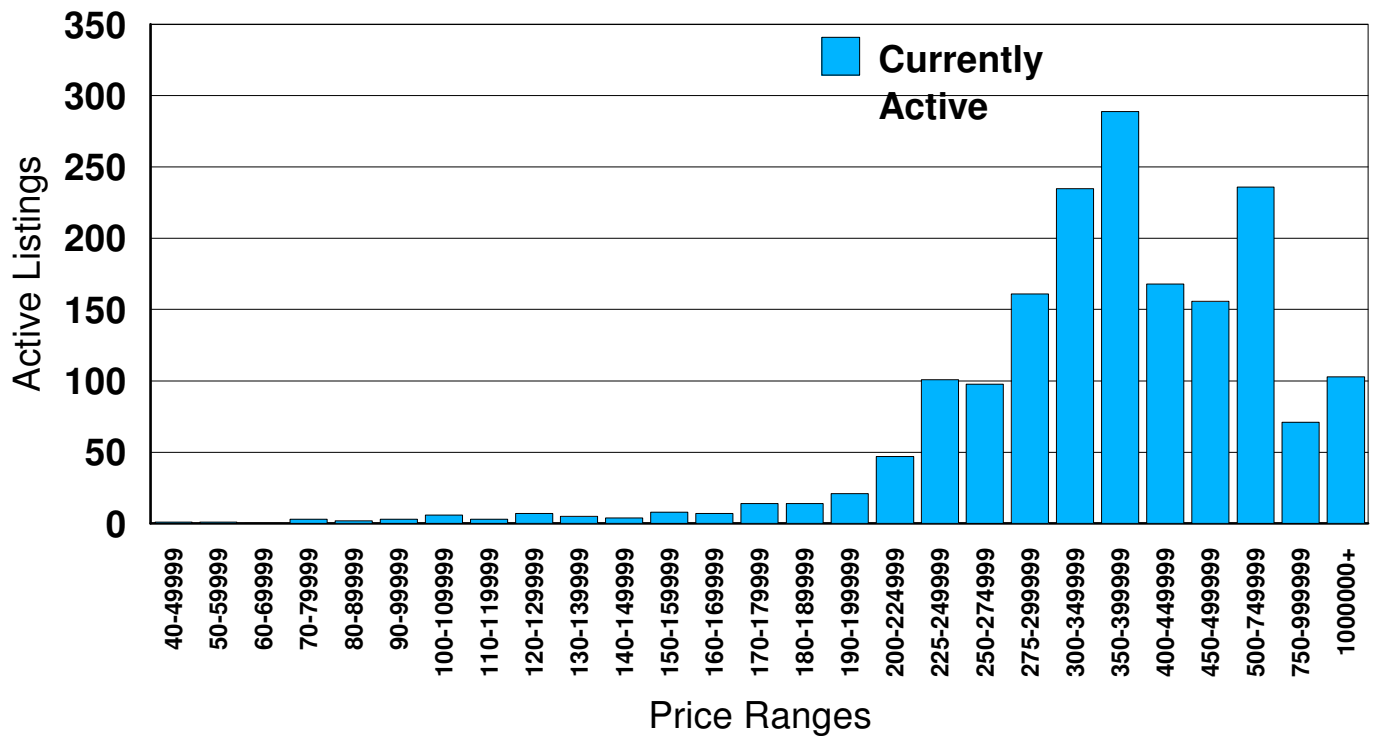
## Residential Sold Listings by Price Range 12 Mos



## Residential Listings by Price Range - Days on the Market



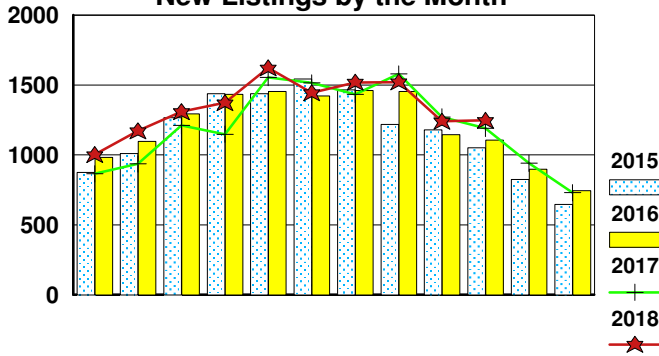
## Active Residential by Price Range



# Residential Sold Price Analysis

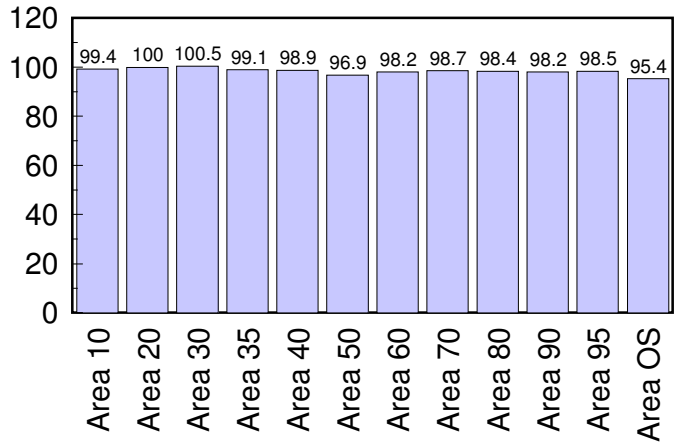
AREA	2016 Units Sold	2016 Dollar Volume	2017 Units Sold	2017 Dollar Volume	2018 Units Sold Year to Date	Active on the Market	2018 Dollar Volume Year to Date	Original Average List Price	Average Sales Price	% Sale to List	Days on the Mkt	Average Square Footage	Price Per Square Foot
10	586	\$150065095	589	\$163147478	430	56	\$129338431	\$302397	\$300787	99.4	61	1721	\$181.00
20	397	66718758	449	88688110	335	62	76200703	227435	227464	100	63	1395	174.00
30	407	85224348	439	104256958	326	64	88103685	268762	270256	100.5	62	1541	180.00
35	378	86691869	374	95500307	235	41	67842724	291089	288692	99.1	60	1586	186.00
40	849	241614245	959	296481416	662	163	229529009	350315	346720	98.9	77	1994	182.00
50	457	147197003	513	182591032	376	76	148344568	407096	394533	96.9	86	2199	183.00
60	609	169028281	617	195625548	531	126	183907038	352461	346340	98.2	77	2168	166.00
70	974	326755832	937	336375778	824	176	322578181	396632	391478	98.7	82	2081	197.00
80	1831	386806659	1812	439951315	1624	282	442808739	276915	272665	98.4	89	1648	170.00
90	1056	287049492	1081	317314798	969	263	321818122	338135	332113	98.2	91	1787	191.00
95	656	164493696	690	187988066	602	177	182847579	308129	303733	98.5	80	1783	176.00
OS	629	214052749	689	254478195	719	280	282917891	412086	393488	95.4	108	2064	203.00

**New Listings by the Month**

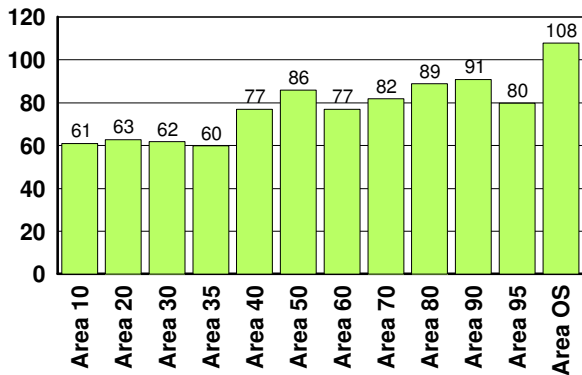


	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2015	878	1013	1269	1441	1441	1546	1468	1220	1181	1053	828	649
2016	985	1100	1297	1435	1456	1424	1463	1456	1147	1108	901	746
2017	866	937	1212	1150	1555	1517	1434	1581	1274	1192	942	732
2018	1004	1172	1309	1375	1624	1446	1520	1522	1242	1248		

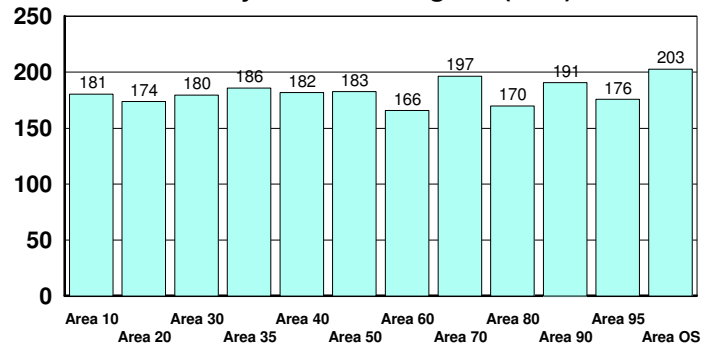
**Percent of Sales Price to List Price (YTD)**



**Average Days on the Market (YTD)**



**Average Sales Price Per Square Foot By Area Including Lot (YTD)**





# Willamette Valley MLS

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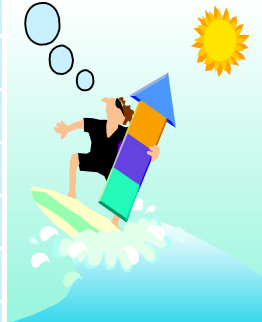
The Statistics presented in this update are compiled by the WVMLS. Statistics reflect sales made by member offices for properties listed in the Willamette Valley, Oregon. Many factors contribute to fluctuations in data. Users of this report should analyze data over an extended period to ascertain market trends. Information is deemed reliable but not guaranteed. Copyright 2018 WVMLS All rights reserved

Executive Vice President/Editor  
Jay A. Gordon  
We welcome your comments and suggestions.



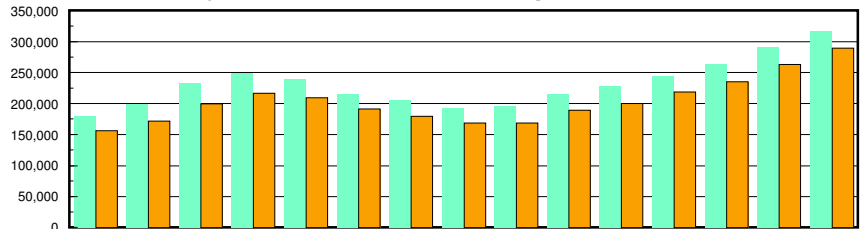
Equal Housing Opportunity

All statistical reports are available on the web at [WVMLS.COM](http://WVMLS.COM)



AREAS:	#
Keizer	10
Central Salem	20
Suburban East	30
Suburban SE	35
Southeast Salem	40
South Salem	50
West Salem	60
Benton County	70
Linn County	80
Marion County	90
Polk County	95

2004 to 2018 ytd Residential Average/Median Sales Prices



2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018 YTD
180,172	199,754	232,943	249,203	240,406	215,432	205,406	193,821	196,867	215,207	227,879	245,098	263,415	291,018	316,763
156,900	172,400	199,900	217,000	210,000	192,000	180,050	169,000	169,000	189,595	200,350	219,000	235,400	263,500	289,900

**Factoid:** The average new home sold in the Willamette Valley is a 3 bedroom, 2 bath with 2,048 square feet plus a 2 car garage. The average cost per square foot for a new home is \$181.00 including a 6,000 square foot lot.

	Closed Sales	New Listings	Pending Listings	Average Sales Price	% List Price to Sales Price
October 2018	942	1,248	1,335	\$309,606	98.52%
Full Year 2017	11,266	14,392	4,363	\$278,479	98.90%
October 2017	1,045	1,192	1,534	\$291,235	99.02%
Full Year 2016	10,991	14,486	4,940	\$251,689	98.78%